

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 PM-04 NSC-05 SP-02 SS-15 L-03 H-02

CIAE-00 INR-07 NSAE-00 DODE-00 PRS-01 EB-07 COME-00

MC-02 ACDA-07 /066 W

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R 270642Z APR 76

FM USINT BAGHDAD

TO SECSTATE WASHDC 3097

C O N F I D E N T I A L BAGHDAD 0567

E.O. 11652: GDS

TAGS: BEXP, MASS, IZ

SUBJ: SELLING TO IRAQI MINISTRY OF DEFENSE

REF: (A) 1975 BAGHDAD 560, (B) 1975 STATE 262257, (C) 1975 BAGHDAD 89

7,

(D) 1975 BAGHDAD 900, (E) BAGHDAD 475

1. MAY 26, USINT COMMERCIAL ATTACHE (COMMAT) CALLED ON BRIGADIER ARFAN ABDUL LATIF MAROUF, DIRECTOR OF CONTRACTS AND PURCHASES, IRAQI MINISTRY OF DEFENSE (MINDEF). ALSO PRESENT WAS LTC QASIM, SECRETARY OF BRIGADIER ARFAN AND ACTING SECRETARY OF MINDEF MILITARY PURCHASE COMMITTEE.

2. MEETING WAS IN RESPONSE TO BRIGADIER'S (A) FEBRUARY 17 NOTE INVITING CALL AND (B) APRIL 12 NOTE COMPLAINING THAT SOME AMERICAN FIRMS WERE SUBMITTING TENDERS AFTER BID DEADLINE ELAPSED.

3. MEETING, WHICH LASTED MORE THAN HOUR, WAS VERY CORDIAL AND ESSENTIALLY INTRODUCTORY AND ROUTINE. COMMAT EXPLAINED USDOC'S SYTEM FOR DISSEMINATING MINDEF'S TENDER CALLS TO AMERICAN BUSINESSMEN AND INVITED BRIGADIER TO CALL UPON USINT'S SERVICES.

4. BRIGADIER SAID MINDEF HAD NO RPT NO HESITATION ABOUT BUYING FROM AMERICAN FIRMS PROVIDED ITEMS IN QUESTION WERE OF HIGH QUALITY, PRICE WAS RIGHT, AND U.S. MANUFACTURER DID NOT HAVE UNUSUSUALLY CLOSE
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TIES TO ISRAEL.

5. BRIGADIER SAID, IN RESPONSE TO QUESTION, THAT MINDEF IS STILL REVIEWING U.S. AND OTHER PROPOSALS TO DESIGN AND BUILD A NEW MILITARY ACADEMY (REF C) AND U.S. OFFER WOULD BE CONSIDERED SOLELY ON MERITS.

6. BRIGADIER ADDED THAT HIS DIRECTORATE DID NOT NORMALLY DEAL WITH PROCUREMENT OF WEAPONRY, TRAINING MANUALS, ETC. BUT, IN CASE OF PROCUREMENT OF ANYTHING AT ALL FROM USA, HIS OFFICE HAD BEEN AUTHORIZED TO ACT AS PRINCIPAL MINDEF POINT OF CONTACT WITH AMERICANS, INCLUDING USINT. BOTH BRIGADIER, AND PARTICULARLY LTC QASIM, EXPRESSED GREAT PLEASURE IN MEETING WITH COMATT AND SAID THEY WOULD BE CONTACTING USINT DIRECTLY AS NEED AROSE. LTC QASIM SAID MINDEF WAS AWARE THAT CERTAIN REQUESTS FOR MANUALS HAD BEEN PREVIOUSLY RELAYED THROUGH BRITISH MILITARY ATTACHE IN BAGHDAD BUT MINISTRY PREFERRED TO MAKE SUCH REQUESTS DIRECTLY. COMATT (ON BASIS OF REF B) SAID THAT USINT ALSO WELCOMED DIRECT CONTACTS.

7. TO OUR KNOWLEDGE, THIS WAS FIRST CALL BY USINT AMERICAN OFFICER AT MINDEF SINCE BREAK IN U.S.-IRAQI DIPLOMATIC RELATIONS IN JUNE 1967. (USINT LOCAL EMPLOYEES, HOWEVER, CALL PERIODICALLY AT BRIGADIER'S OFFICE TO RECEIVE TENDER DOCUMENTS).
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